

Fig. 1 Comparison between current approach and the proposd system (CMRS)

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Application Structure

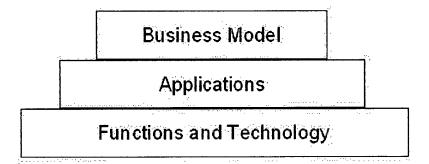


Fig. 2 Architecture of the Business Model



A Customer inquires the Seller by means of a differentiated seller-provided customer interface.

The Customer interacts with the seller-provided interface and select a preference, determined by a group of commercial conditions within a group of Music&Media records available.

The seller-provided interface request the customer his:

- Preferences.
- •Amount and type of available speakers.
- ·Acoustic characteristics of the room.
- •Uses for the preference selected.
- Payment option...

The customer itself and/or his reproduction system, through its communication interface, provides the seller with the profile information required.

The seller's application produces a CUSTOMIZED MULTICHANNEL RECORD FILE (CMRF), validates the payment and allows the customer to download the CMRF or allocate it in a supporting media like CD, DVD or tape.

An account is created for customer care purposes in which all the relevant information related to the transaction is recorded.

Note: Characters in **Bold** indicates what is unique and invented in the business model proposed.

Fig. 3 Proposed Business Model Process